



THE SEED CONSULTANT

A QUARTERLY NEWSLETTER NEWS AND VIEWS FROM THE FIELD

MAINTAIN GRAIN QUALITY THROUGH PROPER STORAGE

Bin management key to profit margins

MANAGING CROP RESIDUE AT AND AFTER HARVEST

Reducing potential issues of excessive fodder

WORRIED ABOUT SUPPLY OF HERBICIDES FOR 2022?

Alternatives if short supplies should happen

PRODUCT USE GUIDE

Take advantage of the Seed Consultants' website resources



MAINTAIN GRAIN QUALITY THROUGH PROPER STORAGE

By Matt Hutcheson, CCA

Product Manager

937-414-6784

matt@seedconsultants.com

As producers across the eastern Corn Belt get into their fields this fall, care should be taken to ensure proper handling and storage of grain. Proper storage and grain handling is necessary for maintaining the quality of the harvested crop. This article will discuss a few tips for maintaining the quality of stored grain after harvest. It is critical to start with both a clean bin and handling equipment. Any moldy grain or grain infested by insects from the previous year can contaminate grain harvested this season. Storage facilities and aeration equipment should be clean and in proper working condition.

Harvesting equipment that is adjusted and operated correctly will also preserve the condition of the crop. Combines should be set to clean grain thoroughly to eliminate foreign material/fines and handling equipment should be operated in order to minimize damage to grain. It is also important to use a spreader or distributor as grain enters the bin to evenly spread any fine materials remaining in the grain. Without a spreading device the fines

will collect in the center of the bin and create aeration problems as well as a place for moisture to accumulate. Properly cleaned grain will minimize insect activity and allow for efficient air movement through the stored grain.

Grain should be stored at proper moisture content in order to maintain quality. Corn should be stored at 15% for up to 6 months and 13% for storage longer than 6 months. Soybeans should be stored at 13% for up to 6 months and 11% for storage longer than 6 months. Grain should be cooled through aeration in the fall to provide the most favorable storage environment. The stored grain should be cooled gradually and evenly to 35-40 degrees F. This process will help maintain the condition of the grain and deter insect activity within the stored grain. Finally, it is important to monitor grain stored in bins at regular intervals to make sure that proper storage conditions are maintained, as well as grain quality.

MANAGING CROP RESIDUE AT AND AFTER HARVEST

By Jordan Bassler

Field Agronomist

570-980-3906

jordan.bassler@seedconsultants.com

In most of our region, we have had an exceptional growing season. High temperatures in addition to well above average rainfall has led to taller than normal plants. Excess plant fodder can be beneficial by building organic matter and conserving soil particles. However, fodder can also bring potential problems during the next growing season. Many leaf diseases, such as northern corn leaf blight and gray leaf spot, can survive through winter and create problems the next year. These tips can help you manage excess fodder to minimize negative impacts in 2022 and beyond.

1. Operate your corn head height higher. Leftover corn stalks in the 12-18" range encourages air flow and in return breaks down fodder quicker on the soil surface. The more of "mat" that fodder creates can lead to higher soil moisture (due to reduced air flow) and slows down decomposition of fodder, as well as potentially delayed planting in the spring.
2. Harvest fodder for other uses. This is an excellent option if you have animals and can use crop

residue as bedding or feed. One thing to consider with this option is the amount of nutrients that also are being removed. Plan to put extra fertilizer or manure on fields where fodder has been removed to make up the difference.

3. Specialized corn heads. Some corn heads offer chopping stalk rolls that rip or shred the stalks and size the residue to allow decomposition to occur quicker.
4. Use of cover crops. Cover crops feed soil microbes and in return speeds up residue decomposition. One thing to consider with cover crops is the possibility of MORE residue. Cover crops must be managed or killed in a timely manner in the spring to eliminate excess growth and eliminate competition with the main crop, for example corn.

The effects of high crop fodder can be minimized by following these guidelines, and can greatly help your success in future growing seasons. Have a safe and successful harvest!



WORRIED ABOUT SUPPLY OF HERBICIDES FOR 2022?

By Bill McDonald, CCA

Director of Agronomic Services

740-837-0364

bill.mcdonald@seedconsultants.com

Supply of tech material used in the manufacturing of herbicides that we use extensively are in short supply. If there is a shortage of glyphosate, what can you use on soybeans post emerge? What if there is a shortage of glufosinate? These could be some legitimate issues next year. For that reason, you may want to consider Enlist E3® soybeans. With Enlist E3® soybeans, you can use glyphosate, glufosinate or Enlist One®, which is a 2,4-D Choline.

Enlist One®, with COLEX-D technology, can be tank mixed with glyphosate, glufosinate, residual herbicides, qualified AMS products, insecticides, grass control herbicides and many other products. With Enlist One® you will have a lot of flexibility. You will be able to customize a tank mix to match the needs of your farm. This product can be used pre-plant, preemergent or post emergence all the way through R2 growth stage. There is no waiting

period before planting. The use rate for Enlist One® is 32 ounces / acre.

Enlist Duo® is a convenient proprietary blend of 2,4-D choline and glyphosate. This product could be used as a burndown ahead of planting as well as in crop. Its use rate is 4.75 pints / acre. There are also many approved AMS products that can be used with this product.

If you can only purchase enough glyphosate for your no-till burndown you will still have options—better options actually—for the control of those tough broadleaves. Glufosinate and Enlist One® are excellent products to use to control weeds that glyphosate sometimes struggles with, such as giant ragweeds, palmer amaranth, waterhemp and marestail.

The use of a residual is strongly recommended at planting for the Enlist E3® soybeans. Enlist

soybeans are an excellent weapon to use in a battle against tough weeds and we don't want to lose the effectiveness of the 2,4-D choline or glufosinate by relying solely on the use of contact weed killers. The other thing that you should consider is layering in another residual at the time of your post application for a longer residual. This has proven effective on waterhemp and palmer amaranth.

Consult product labels for proper use rates and proper nozzles before use. You can also check EnlistTankMix.com for qualified products for use with Enlist One® and Enlist Duo®.



EARLY CASH DISCOUNTS

Seed Consultants offers opportunities to maximize seed cost savings through an early cash discount schedule for the 2022 planting season.

If you have any questions, please call the office at 800-708-2676.

CASH DISCOUNTS

13%	October
12%	November
10%	December-January 5 th
9%	January
7%	February
4%	March
2%	April

SCI 2022 CUSTOMER TRIP

Sign-up online now via the link on
WWW.SEEDCONSULTANTS.COM

LOS CABOS, MEXICO

JANUARY 22-JANUARY 28, 2022

HYATT ZIVA LOS CABOS

This five-star, all-inclusive resort features refreshingly stylish touches and innovative design. Numerous seating areas and chaise lounges with shaded sections and free-flowing bars, with a handful of Bali beds set up on the beach, surround three large swimming pools. Hammocks, tepid whirlpools, water fountains and island fire pits set in the reflecting ponds provide endless choices for relaxation during the day or night.

Numerous dining venues are spread about the California hacienda-designed property featuring one buffet restaurant, six specialty restaurants and a snack bar. Choices include gourmet French cuisine, freshly grilled steaks, sushi and teppanyaki, traditional Italian fare, local flavors with a Spanish flare, and authentic Mexican cuisine.

Your oversized guest room features beautiful views of the Pacific Ocean from its private balcony or terrace. Each room features 40-inch flat-screen TVs, iPod docking stations, ceiling fan, air-conditioning, Internet access, fully-stocked complimentary minibars and coffeemakers.

CABO TRIP PACKAGE INCLUDES:

- 7 Days, 6 nights accommodation in Run of Ocean-View Rooms at the Hyatt Ziva Los Cabos
- Breakfast, lunch, dinner, room service & snacks at your choice of 7 restaurants at the Hyatt Ziva Los Cabos
- Alcoholic and non-alcoholic drinks, bottled water, specialty coffees and teas at all the food and beverage outlets
- Private Welcome Party for SCI
- Private Farewell Party for SCI
- Round-Trip Airport Transfers on Program Dates
- Complimentary Wi-Fi in the public areas and guest rooms
- Mini-Bar Drinks
- Non-motorized water sports
- Exercise facilities, daytime tennis courts, table games and scheduled stage shows
- All Taxes, Fees and Gratuities at the Resort

TRIP COST (EXCLUDING AIR) AT HYATT ZIVA LOS CABOS:

- Single Occupancy: \$2,875.00 (1 Adult in a Room)
 - Double Occupancy: \$4,096.00 (2 Adults sharing a Room)
- Maximum capacity in a guest room is two (2) adults and two (2) children under 12 years of age or three (3) adults and one (1) child under 12 years of age.*

AIR COSTS:

- Air is not included with the above trip costs but must be booked through MTI Events in to order to attend the trip.
- If attendee wishes to check current airfare rates before registering and submitting the non-refundable deposit, they may call MTI Events at 913-438-2600 x 118. Hours are Monday – Friday, 9:00 AM – 5:00 PM EST. Airfare rates are subject to change until ticketed.
- After registration has been submitted and non-refundable deposit received, MTI Events will email the attendee with flight options and costs. There are no restrictions on fares or departure city.
- Attendee is responsible for any costs associated with flight changes.
- Airline points may be used to book airfare. Tickets must be booked directly with the airline. MTI has no control over frequent flier seat availability.

PAYMENTS:

- \$500 (per person) non-refundable deposit due after online registration and before air is booked.
- Full trip payment is due by Friday, November 5, 2021 and is non-refundable.

All checks should be for trip expenses only
and made payable to:

MTI Events • ATTN: SCI Cabo
10400 W. 103rd Street, Suite 10
Overland Park, KS 66214

Meeting Planner Contact Information:

Phone: 913-438-2600 • alyssa@mtievents.com
Hours: Monday – Friday 9A – 5P EST



Seed Consultants will refund all of your trip (not including airfare; airlines will issues a credit with them) if there is a governmental action (including but not limited to governmental law, state or order) that prevents you from attending (or if Seed Consultants is forced to cancel this trip) as it relates to Covid-19 and/or any pandemic and/or epidemic as determined by the WHO or CDC.



FINANCING SEED CONSULTANTS, INC.

TWO GREAT FINANCING CHOICES FOR 2021-2022 0% THROUGH JOHN DEERE FINANCIAL 0% THROUGH RABO AGRIFINANCE

These financing programs are only available to John Deere Financial Preferred Customers and/or RABO AgriFinance approved customers. To apply for a John Deere Financial Preferred Account or RABO account or to increase your John Deere Financial or RABO line of credit, contact John Deere Financial (800-433-8964) or RABO (888-395-8505), so the necessary paperwork may be completed with John Deere Financial &/or RABO.

JOHN DEERE FINANCIAL & RABO GUIDELINES

- Must be a John Deere Financial Preferred Customer or approved by RABO AgriFinance.
- Approval and credit limits established by John Deere Financial &/or RABO...not by SCI.
- Terms and conditions apply. See respective credit applications for full terms and disclosures.
- To increase or establish your credit line call John Deere Financial (800-433-8964) or RABO (888-395-8505).
- Must be enrolled and approved to qualify for discounts.
- Discounts applied on approval date from John Deere Financial &/or RABO.
- Signed terms of disclosure on file.
- Minimum purchase of \$1,000.
- Due date of December 2022.

For John Deere Financial customers with current special terms balances at or near their credit limit, they may have an option to enable their seed purchase now and lock in their order. Contact your SCI Seedsman for details.

Finance Plan	DISCOUNT SCHEDULE	
	John Deere Financial	RABO
Purchase & Approval Date	Fixed 0%	Fixed 0%
October 2021	7%	7%
November 2021	6%	6%
December - January 5, 2022	4%	4%
January 2022	3%	3%
February 2022	2%	2%
March 2022	0%	0%
April 2022	0%	0%
May 2022	0%	0%
In Season	0%	0%



LumiGEN™ Seed Treatments

BUILT FOR YOUR SUCCESS WITH SEED CONSULTANTS GENETICS



A mark of assurance in seed treatments

You choose a seed treatment package to help assure a successful season. In turn, you should feel assured that those seed treatments perform as expected, and work well with the genetics you're planting.

LumiGEN™ seed treatments are designed, verified and proven to work with Seed Consultants genetics, giving farmers a higher level of confidence in their seed treatment options.



Designed for our genetics

You've invested in outstanding Seed Consultants genetics for your field. We've invested in protecting their performance potential.

LumiGEN™ seed treatments address:

- Plantability • Cold tolerance • Stand establishment
- Singulation • Early vigor

We evaluate hundreds of product concept combinations to develop the right seed treatment formulations for our genetic lineup. Each year, we validate those combinations in labs, greenhouses and farmer fields. Our seed treatment development process relies on 30,000 research plot evaluations annually.



Verified on our genetics

LumiGEN™ seed treatments capitalize on over 100 years of crop protection know-how, and an understanding of what growers need and how they farm.

Our seed treatment combinations are carefully evaluated at the Corteva Agriscience **Center of Seed Applied Technologies** (CSAT)—an all-in-one facility that's part laboratory, testing center and seed treating plant. Here, seed treatments are reviewed using our exclusive six-step **PASSER** process.

Regulatory

Meeting regulations and guidelines



Efficacy

Evaluating protection and vigor, to confirm the seed treatment performs as expected, even in challenging environments

PASSER Process

Plantability

Maximizing seed flow and planting precision



Application

Refining processes to work across seed properties (size, shape, hybrid/variety) and environmental conditions



Seed safety

Ensure treatments don't adversely affect seed germination

Stewardship

Minimizing potential adverse effects on people and the environment

Only seed treatments that excel in this rigorous process earn the LumiGEN mark of assurance.



Proven in the field with our genetics

Through our Field Test Network, our treated seed is evaluated by growers. It goes into the ground using real planters, under real conditions.

On-farm testing is combined with our large-scale IMPACT™ testing program, where we conduct more than 60,000 plot evaluations each year. This testing helps ensure LumiGEN™ seed treatments work no matter what Seed Consultants hybrids or varieties you plant.

Our extensive evaluation process also means seed treatments that earn the LumiGEN mark of assurance fit with responsible farming practices, minimizing exposure to off-target species and the environment and helping growers reduce the amount of active ingredient they need to apply to their fields.

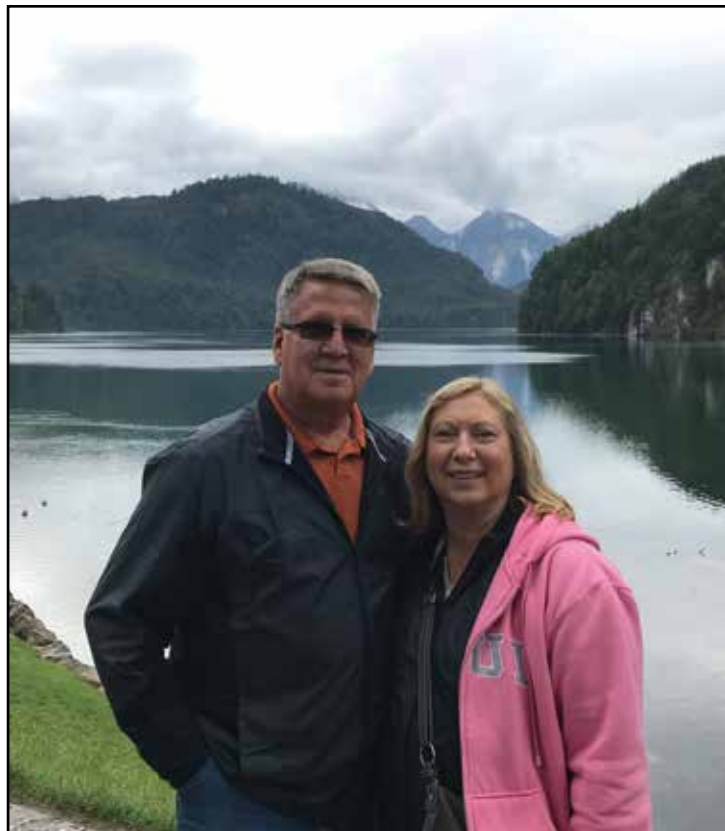
To learn more about LumiGEN™ seed treatments and options available to protect your seed this season, speak to your Seed Consultants sales representative.

BEST WISHES BRYAN SMITH

Bryan Smith retired from his role as District Sales Manager for Seed Consultants on August 13, 2021. Bryan has spent 27 years in the seed industry and has spent more than 13 and a half of those years with Seed Consultants in NE Indiana.

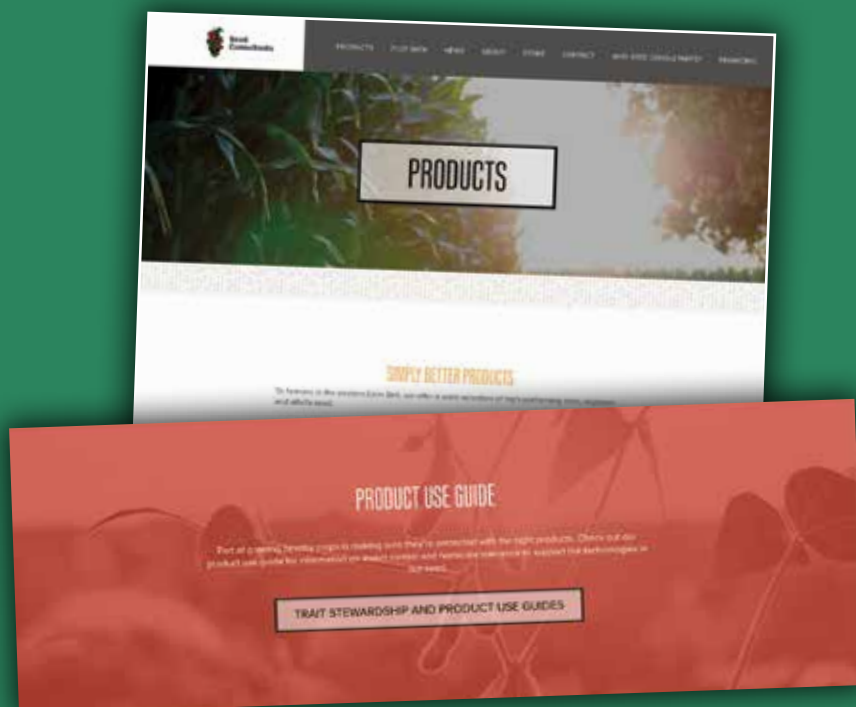
In his years of service, Bryan was awarded the PROaccess Impact Sales Leader Award and has been recognized as “Elite DSM” for Seed Consultants every year since 2009. Bryan is looking forward to traveling and spending more time with his wife of 42 years, Tammy. Bryan and Tammy have 3 adult children and 8 grandchildren. This transition will allow him to slow down and spend time with his family.

Although Bryan will no longer be a District Sales Manager, he isn't going far, and he will continue to sell Seed Consultants and take care of his customers through Maria Stein Grain. We wish him well in his transition and are looking forward to working with him in his new role!



PRODUCT USE GUIDE

Part of growing healthy crops is making sure they are protected with the right products. Visit the product page on our website to view our product use guide for information about insect control and herbicide tolerance to support technologies in our seed.





LEADER UPDATE

By Daniel Call, CCA

General Manager
danielcall@seedconsultants.com

Harvest is always an exciting time of year, and this year will be no different. Each year, it is exciting to watch yield results come in and see how the newly released products compare to our current top products. It's a little more exciting this year as some of the products we have watched over the past two seasons will finally be seen by our customers across a much larger area.

As is usually the case, there will be significant yield variability across our footprint. There are several areas which lacked the adequate moisture needed to maximize yield potential during the 2nd half of the growing season. Other areas maintained adequate rainfall throughout the growing season and will harvest, what may likely be, one of the best crops ever in some of those areas. These results will be even more rewarding this year following some below average crops in several

areas in recent years. The flexibility of our hybrids and varieties should be on display this harvest season.

Our modern genetics combined with world class seed treatments and traits should help bring the maximum yield opportunity to fruition. We are excited about our 2022 New Releases and anticipate you will be excited to see them on your own farm over the next couple years. We thank you for allowing Seed Consultants to work with you over the past 31 years. We look forward to continuing to bring value and success to your operation for years to come.

Lastly, all of us at Seed Consultants pray for a safe and bountiful harvest to all of you. Please be careful and take your time during this extremely busy season.



Seed Consultants

P.O. Box 370

648 Miami Trace Rd. S.W.

Washington Court House, OH 43160

Editorial Board

Alissa Armstrong

Marketing Communications Manager

937-605-0737 - Mobile

alissa.armstrong@seedconsultants.com

Daniel Call, CCA

General Manager

danielcall@seedconsultants.com

Matt Hutcheson, CCA

Product Manager

937-414-6784 - Mobile

matt@seedconsultants.com

Bill McDonald, CCA

Director of Agronomic Services

740-837-0364 - Mobile

bill.mcdonald@seedconsultants.com

Jordan Bassler

Field Agronomist

570-980-3906

jordan.bassler@seedconsultants.com

Don't miss a thing

The SCI free e-newsletter comes via e-mail every Monday. The newsletter is packed full of current agronomic topics. Subscribe by sending your e-mail address to matt@seedconsultants.com or by signing up on our website at

www.seedconsultants.com.



XtendiMax® Herbicide with VaporGrip® Technology is part of the Roundup Ready® Xtend Crop System and is a restricted use pesticide. ALWAYS READ AND FOLLOW PESTICIDE LABEL DIRECTIONS. It is a violation of federal and state law to use any pesticide product other than in accordance with its labeling. XtendiMax® Herbicide with VaporGrip® Technology and products with XtendFlex® Technology may not be approved in all states and may be subject to use restrictions in some states. Check with your local product dealer or representative or U.S. EPA and your state pesticide regulatory agency for the product registration status and additional restrictions in your state. For approved tank-mix products and nozzles visit XtendiMaxApplicationRequirements.com. NOT ALL herbicide formulations are approved for in-crop use with Roundup Ready 2 Xtend® soybeans and/or products with XtendFlex® Technology. ONLY USE FORMULATIONS THAT ARE SPECIFICALLY LABELED FOR SUCH USES AND APPROVED FOR SUCH USE IN THE STATE OF APPLICATION. Contact the U.S. EPA and your state pesticide regulatory agency with any questions about the approval status of herbicide products for in-crop use with Roundup Ready 2 Xtend® soybeans and/or products with XtendFlex® Technology.

Herculex® Insect Protection technology by Dow AgroSciences and Pioneer Hi-Bred. Herculex® and the HX logo are registered trademarks of Dow AgroSciences LLC. Liberty®, LibertyLink®, the Water Droplet Design and Engenia® are trademarks of BASF. Agrisure® is a trademark of, and used under license from, a Syngenta Group Company. Agrisure® technology incorporated into these seeds is commercialized under a license from Syngenta Crop Protection AG. Roundup WeatherMAX®, Roundup PowerMAX™, Roundup Ready 2 Xtend®, Genuity®, Roundup®, Roundup Ready 2 Yield® YieldGard® and the YieldGard corn Borer design are trademarks of Monsanto Technology LLC used under license. Poncho®, VOTIVO® and XtendiMax® are registered trademarks of Bayer. The information provided within this newsletter is not a substitute for advice concerning your specific situation. The information contained herein is general and educational in nature. Because each situation is different and each recommendation is specifically tailored for each customer, the information contained herein should never be used to determine your course of action.

RR2Y: Always follow grain marketing, stewardship practices and pesticide label directions. Roundup Ready® crops contain genes that confer tolerance to glyphosate, the active ingredient in Roundup® brand agricultural herbicides. Roundup® brand agricultural herbicides will kill crops that are not tolerant to glyphosate. Individual results may vary, and performance may vary from location to location and from year to year. This result may not be an indicator of results you may obtain as local growing, soil and weather conditions may vary. Growers should evaluate data from multiple locations and years whenever possible. ALWAYS READ AND FOLLOW PESTICIDE LABEL DIRECTIONS. Roundup Ready® crops contain genes that confer tolerance to glyphosate, the active ingredient in Roundup® brand agricultural herbicides. Roundup® brand agricultural

RR2X: DO NOT APPLY DICAMBA HERBICIDE IN-CROP TO SOYBEANS WITH Roundup Ready 2 Xtend® technology unless you use a dicamba herbicide product that is specifically labeled for that use in the location where you intend to make the application. IT IS A VIOLATION OF FEDERAL AND STATE LAW TO MAKE AN IN-CROP APPLICATION OF ANY DICAMBA HERBICIDE PRODUCT ON SOYBEANS WITH Roundup Ready 2 Xtend® technology, OR ANY OTHER PESTICIDE APPLICATION, UNLESS THE PRODUCT LABELING SPECIFICALLY AUTHORIZES THE USE. Contact the U.S. EPA and your state pesticide regulatory agency with any questions about the approval status of dicamba herbicide products for in-crop use with soybeans with Roundup Ready 2 Xtend® technology. ALWAYS READ AND FOLLOW PESTICIDE LABEL DIRECTIONS. Soybeans with Roundup Ready 2 Xtend® technology contain genes that confer tolerance to glyphosate and dicamba. Glyphosate herbicides will kill crops that are not tolerant to glyphosate. Dicamba will kill crops that are not tolerant to dicamba.

Corteva Agriscience is a member of Excellence Through Stewardship® (ETS). Corteva products are commercialized in accordance with ETS Product Launch Stewardship Guidance and in compliance with the Corteva policies regarding stewardship of those products. Crops and materials containing biotech traits may only be exported to or used, processed, or sold in jurisdictions where all necessary regulatory approvals have been granted for those crops and materials. It is a violation of national and international laws to move materials containing biotech traits across borders into jurisdictions where their import is not permitted. Growers should discuss these issues with their purchaser or grain handler to confirm the purchaser or handler's position on products being purchased. For further information on the approval status of biotech traits, please visit www.biotradestatus.com.

Excellence Through Stewardship® is a registered trademark of the Excellence Through Stewardship.

The transgenic soybean event in Enlist E3™ soybeans is jointly developed and owned by Dow AgroSciences LLC and M.S. Technologies L.L.C.

Enlist Duo® and Enlist One® herbicides are not registered for sale or use in all states or counties. Contact your state pesticide regulatory agency to determine if a product is registered for sale or use in your area. Enlist Duo® and Enlist One® are the only 2,4-D products authorized for use with Enlist crops. Consult Enlist herbicide labels for weed species controlled. Always read and follow label directions.

Products are provided subject to the terms and conditions of purchase which are part of the labeling and purchase documents. All products are trademarks of their manufacturers.

™ & Trademarks of Corteva Agriscience and its affiliated companies. © 2021 Corteva.